



Courting the Law Enforcement Technology Market

by
Sid Heal
Los Angeles Sheriff's Department

How “high tech” are we?

Current Force Options have been around since the 1800's

- Colt “Peacemaker” or Beretta 92F?
- Billy club or Expandable Baton?
- Body Armor or Suit of Armor?

Kinetic Energy and Blunt Trauma

- Pain is OK, Injury is not

We ***need*** better tools!



Technology: Can it Make a Difference?

A View from Hollywood

Marketing Concerns

Law Enforcement Market is Fragmented

- More than 17,000 agencies
- Most have less than 50 employees

Military “Basic Infantryman” concept vs.
Law Enforcement’s Specialists

- Versatility features to the military are
“Bell’s and Whistles” to Law Enforcement

e Questions

Ensemble or Components?

Technological Fix or Mechanical Fix?

Off-The-Shelf or “Cutting Edge?”

- Better is the enemy of good enough

Identification or Alert?

- Interpretation is not usually an advantage

Market Pull or Technology Push?

- Solutions looking for Problems

e Rules

he Standard is *not* perfection, the standard is the alternative!

alse Positives are Acceptable — False negatives are Not

void emotion arousing “Buzz” Words and Acronyms

do not Raise Medical or Biological issues

he Magic Number is 3/4 of a second

pediments

nteroperability with other systems

- Existing Delivery Devices
- Over the Counter Consumables

Hidden and “Soft” Dollars

- Training
- Consumables
- Maintenance

How Stoppers

Local law enforcement has **no** R&D money

- Local taxpayers are not patient with people “experimenting” with their money

Return On Investment (ROI) must be within the tenure of elected officials

- When challenged, provides “the stick to beat them with”



Questions?

Lt. Sid Heal
Los Angeles Sheriff's Dept.
213-980-2202
CSh Heal@lasd.org